

# CHOATE COMPELLED SUCCESS.

## Remarkable Career of the New Minister to England—Lawyer, Orator, Wit.

Most men whose careers bring a thrill to the heart of the democratic American are those who have succeeded in spite of terrible disadvantages—self-made men, who fought their way upward through poverty to fame.

Joseph Choate of New York, who has just been appointed to fill the most distinguished diplomatic position in the gift of this country, has succeeded in spite of advantages. His uncle, Rufus Choate, was one of the most famous lawyers of his day; his father had money in store to provide for him liberally, should he ever nerve himself to greater exertion than clipping coupons. There seemed little incentive for him to work or strive in the busy world; it seemed impossible for him to add luster to the already famous name of Choate.

There is therefore, sense as well as wit in Mr. Choate's remark: "I have succeeded in spite of advantages." Choate wasted none of his early opportunities. He was born in the old town of Salem, Mass. His family was respected and well-to-do, and his early education was carefully looked after. He was graduated from Harvard in 1852, at the age of 20, and two years later completed his course of the Harvard Law School. When Mr. Choate was asked how he came to adopt the profession of law, he replied:

**WHY CHOATE BECAME A LAWYER**  
"Well, it was this way: In those days a man who went to college had his choice of three courses—medicine and theology. My friends assured me that I wasn't cut out for a minister; in medicine our family was already represented, as I accepted the only alternative."

In reality, however, Choate was in love with the law. He believes thoroughly and enthusiastically in his profession, and he has taken occasion to pay eloquent tribute to it in an address before the American Bar Association. He said:

"We love the law because, among all the learned professions, it is the only one that involves the study and the pursuit of a careful and exact science. Theology was once considered an immutable science, but how it has changed from age to age! And then as to medicine? How its theories succeed each other in rapid revolution, so that what were good methods and healing doses and saving prescriptions a generation ago are now condemned, and all the past is adjudged to be empirical."

twenty years has been the practical head of the firm, though the style of it is still Everts, Choate & Berman.

**HIS WAY WITH A JURY.**  
It was noticeable from the first that young Choate won his cases. His way of talking to the jury, as he would to an acquaintance, he had stopped on the street, his genial manner and his habit of illustrating his telling points with humorous or sarcastic allusions, revealed the ordinary tedium of a trial, and carried weight with the jurors.

From the first Choate has been a great jury lawyer. His telling way of expressing his ideas makes them stick in the jurors' memory. At the same time the aptness of his comparisons and the manner in which they go straight to the heart of a question, makes them influential with the judges. When Choate said of a wealthy and somewhat hypocritical witness, who had purchased a house in Brooklyn on the further side of Greenwood Cemetery, "I suppose it was the only way he could make sure of a home beyond the grave," the remark was bound to remain with his hearers.

In the Pacific railway case Collis P. Huntington set up the claim that he was not responsible for the acts of his agents on the Pacific coast. But when Mr. Choate alluded to the chief of these agents as this Mark Hopkins, by whom he was represented absolutely, completely and without any limitation whatever, so that you might say that when Mr. Huntington took snuff on the Atlantic coast, Mr. Hopkins sneezed on the Pacific, it was impossible to escape his interpretation.

His wit and fun-making powers brought Choate into early prominence among the members of his own profession. Jurors, judges and listeners welcomed his appearance in court as certain to relieve the ordinary tedium of a trial. But he was not all fun. He could be terrible and scathing when he chose, and the sharp sarcasm which made the Laddlaw-Sage suit celebrated was employed to the confusion and embarrassment of witnesses in many an earlier and less famous case. No more cutting remark was ever made in a court room than Choate's utterance in the suit of Architect Hunt against Mrs. Paron Stevens. In summing up he sketched Mrs. Stevens' rise to social prominence in eloquent terms, concluding:

"And at last the arm of royalty was bent to receive her gloved hand, and how, gentlemen of the jury, did she reach this imposing prominence? (An impressive pause.) Upon a mountain of unpaid bills."

**WHY CHOATE SUCCEEDED.**  
When I asked Mr. Choate what he attributed his success as a lawyer he said:

"To studying the books and fighting in the courts, principally to fighting in the courts."

win cases on fine technicalities, but by appealing to the broad, basic principles of the law. He presented this view in the celebrated case of the Myoid election certificate, which involved the control of the New York senate, when he said:

"These questions of disputed elections were not to be settled by technicalities or by appeals to technicalities. They were to be decided on their substantial features." He has acted on a principle in every important case in which he has appeared—and the list includes almost every trial of national interest that has come up since 1870.

**"NEVER NEGLECT A CASE."**  
Mr. Choate threw an interesting light on one cause of his success as a lawyer when he said:

"I have made it my rule never to neglect a case, no matter how unimportant it may seem. A doctor owes it to his dignity of his profession to treat a cut finger successfully, just as he would a fractured skull. The same thing is true of the lawyer, although unfortunately, not all attorneys appreciate the fact."

It is in great measure due to this devotion to the interests of even the humblest clients that Mr. Choate has won probably a greater percentage of the cases he has appeared in than any other lawyer in the country.

In spite of his love of fun and his free and easy manner, Mr. Choate is a stickler for the dignity of his profession, and he has the courage to defend its rights, no matter by whom they are assailed.

**REBUKING A JUDGE.**

On one occasion, when Choate was addressing a bench on which Judge Van Brunt was sitting, the latter turned his chair around and began talking to one of his associates. This habit, which other judges have been known to indulge in, is annoying to lawyers, but they think it the part of wisdom not to notice it. Choate, however, instantly paused in his address and stood gazing at the bench with his arms folded. When Judge Van Brunt, surprised by the hush in the court room, looked around, Mr. Choate said:

"Your honor, I have just forty minutes in which to make my argument. I shall need every second of the time, and also the undivided attention of the court."

"And you shall have it," replied the judge, instantly acknowledging the justice of the appeal.

These incidents give a fairly accurate view of the qualifications with which Choate started out on his career as a lawyer—a profound knowledge of his profession, a reliance on broad principles rather than fine technicalities, a keen judgment, ready wit and genial manner. To these must be added unflinching ambition and a strong nature. These advantages soon outweighed the objections of a wealthy family, a distinguished cousin and a partner famous as a lawyer and public man.

There was no nonsense about Choate. He wanted to be a successful lawyer, and he was never led away from that aim. He said to one of his youthful friends:

"I would rather be the leader of the New York bar than the president of the United States."

**TOO BUSY FOR SOCIETY.**

He kept his ideal before him. When it was suggested that he should enter politics, he said: "No. When opportunities go into society presented themselves, he answered: 'I am too busy.' He studied harder—not only law books, but the masters of English writing and speech.

Studying the books and fighting in the courts soon began to tell for Choate. By 1879 they had made him one of the foremost lawyers of the country. Since then every year has made his position as leader of the bar more unquestioned.

Yet Choate is not a well known man in the sense that Dewey or a dozen others have been no more content than the public are. To the citizens of the country at large his name signifies a man who makes occasional brilliant speeches, and who receives large fees for his services to wealthy clients. This is a singularly erroneous view.

During the recent campaign in New York, Richard Croker made the charge against Choate that he had never taken up the case of a poor man. Choate retorted that on one occasion he had appeared for a man who, by his own sworn testimony, was poor. He alluded to his appearing for Croker himself, after that gentleman had declared before an investigating committee that he was poor. This may be hardly a convincing instance, and was inspired, doubtless, by a desire to get the better of Mr. Croker. But it is a fact that Mr. Choate's charges are very moderate, considering his eminence in the legal profession. It is said that he has received fees amounting as high as \$100,000, but he probably has not made as much money from his practice as have a number of other men of less eminence in the profession. The reason is that Mr. Choate has devoted himself to general practice. He might have made more money as a corporation lawyer, but he has preferred the keen intellectual enjoyment derived from the more diversified work of a general advocate.

Choate is a man of sane ideals. His head has never been turned by anything he has accomplished. It was suggested to him that his new honors had formed an appropriate rounding out to a successful career.

"Success," said he, "is catching at the word, 'any man is good' who has plenty to do—as long as one can honestly perform his fair share of the world's work, he enjoys the only success it is possible for anybody to achieve."

**ADVICE TO YOUNG MEN.**  
His advice to young men intending to

enter the law is characteristic of his own career. He said: "In the first place," says Mr. Choate, "no young man should go into law unless he is irresistibly attracted to it, unless he is prepared to make of it a profession instead of a trade. Next, he should convince himself that law is not a thing of quibbles and crochets, but a body of truth as broad and well defined as human right. Next, he should study hard; it is impossible to get too much knowledge of the subject at the beginning of his career. And, finally, he should be always good-natured, honest and persevering, and he should get all the practice he can."

Choate's usual manner in addressing a jury is to stand with one hand in his trousers pocket, his foot on the back of a chair. Leaning forward, he talks easily, confidentially, and with telling clearness and force. Occasionally he warms up, however, and then there is a burst of eloquence that would do credit to the immortal Rufus himself. Choate has the keen eye that can search the soul, and he can make himself terrible to a witness when he so chooses.

**CHOATE'S WEAK SPOT.**

"If there is one weak spot in the make-up of Joseph Choate," a distinguished fellow lawyer who has known him for many years, said the other day, "it is his fondness for a joke. He would rather say a funny thing than score a telling, serious point. By this I do not mean to say that he tries to be funny. It is natural the fun bubbles out. He says what comes into his mind impulsively, without stopping to think if it may offend some over-sensitive sensibilities. But in spite of his reputation for sarcasm, there is not a more kindly man in the country than Choate. His innate kindness of heart was illustrated in the tribute which he paid to Roosevelt Conkling, when Conkling appeared against him in the Pacific railway case. It was just after Conkling's bitter defeat for re-election to the senate. Mr. Choate said: 'However we may differ, we owe the senator our debt of gratitude for standing always steadfast and incorruptible in the halls of corruption. Shadrach, Meshach and Abednego won immortal glory for passing one day in the fiery furnace; but he has passed twenty years there, and has come out without even a smell of smoke upon his garments. It was a gracious speech, and Conkling remembered it gratefully to his dying day.'"

**AFTER-DINNER SPEAKER.**

It is in the peculiarly English and American field of oratory, after dinner speaking, that Mr. Choate appears in his happiest vein. The only men in this country to be compared with him are Depew and General Horace Porter. They have appeared at the same banquets many times, and it can be truthfully said that Choate is not inferior to either of the others. When he was asked the other day how he managed to remain so youthful, he said:

"By keeping good-natured, and al-

ways looking on the bright side of life. I believe there is nothing that affords greater relaxation than a good joke. Men like Depew are the real life-savers of the country. It is a fact that a good many men take themselves and everything else too seriously."

Choate is a standing proof of the truth of this doctrine. He wears his 67 years as lightly as he did his boyhood. There is a kindly, genial, youthful look about him. His step is sprightly and his eye clear. His long career has been a busy and arduous one, but he has enjoyed every bit of it.

E. W. MAYO.

**Put a Stop to Pain.**

Rheumatism, Neuritis and other painful afflictions are now as easily cured as they were once hard to cure. Science has learned what pain is, and Ballard's Snow Liniment is the result. Cures Strains, Cuts, Bruises, Stiff Joints and Contracted Muscles. Penetrates to the very bone and relieves almost from the moment it touches. When a liniment is needed, you owe it to yourself to get the best. The dealer is authorized to guarantee this one. Price, 25 cents.

Sold by Z. C. M. I. Drug Department.

**Lemon, Vanilla, Pineapple, Banana, Almond, Rose, Raspberry, Strawberry, Orange, or any flavor you desire, are made by Hewlett Bros. Co. Ask your grocer for their Three Crown brand, for they are the best on the market.**

**FRIDAY.**

**Famous Happenings On a Day Popularly Supposed to Be Unlucky.**

Washington was married on Friday. Queen Victoria was married on Friday. Napoleon Bonaparte was born on Friday. Battle of Bunker Hill was fought on Friday. America was discovered on Friday. Mayflower landed on Friday. John of Arc was burned at the stake on Friday. Battle of Waterloo was fought on Friday. Bastille destroyed on Friday. Declaration of Independence signed on Friday. Julius Caesar assassinated on Friday. Moscow burned on Friday. Shakespeare born on Friday. King Charles beheaded on Friday. Battle of New Orleans fought on Friday. Lincoln assassinated on Friday.

**Red Hot From the Gun**

Was the ball that hit G. B. Steadman of New York. In the civil war, it caused horrible ulcers that no treatment helped for 20 years. Then Bucklen's Arnica Salve cured him. Cures cuts, bruises, burns, boils, felonies, corns, skin eruptions. Best Pile cure on earth. 25c a box. Cure guaranteed. Sold by Z. C. M. I. drug department.

Bamberger sells coal right.

Our Great Annual LINEN SALE

# THE GREAT LIFELINE EVENT OF 1899

Our Great Annual LINEN SALE

## The Greatest and by Far the Most Important Linen Sale!

UNMATCHABLE VALUES

We have made Extraordinary preparations for this Great Sale—months have been consumed in planning it. Prices have been cut on every item. Not a piece has escaped the Blue Pencil, and F. AUERBACH & BRO.'S REDUCTIONS & VALUES Can be Depended Upon AS ALWAYS.

### A SALE

The Memory of Which will be a Marvel for All Time Begins Here Tomorrow Morning, Monday, Feb. 13th

PROMPTLY AT 8 O'CLOCK.

UNMATCHABLE BARGAINS

Such a Plentitude of Bargain Attractions have never been offered in this city. The High Character of the Linens which will be placed on Sale can not be Overstated. The Significance of the Low Prices which will prevail cannot be Underrated. Our Entire Spring Importation of Table Bed and Toilet Linen, our Unmatched new stock of Ready-to-use Sheets and Pillow Cases, Bed Spreads Bed Sheetings is included in this Sale. All former Low Price Records are Smashed in this Massacre of Values. This is truly a bold and determined attempt to outdo anything and everything ever attempted in Value Giving here or elsewhere in any Sale. We cite you below the Proofs of our Statement. Anticipate your future needs, lay in a supply for a year, it's an Investment. Extra sales-people have been employed to serve the mighty throng that will take advantage of the Greatest Money Saving Opportunity of all the years. Come Early. You will be glad for having done so. Store open at 8 a. m.

**The Most Stupendous and Decisive Sacrifice of Fine Table Damasks Ever Recorded**  
Prices have been Literally Cut to Pieces.

50-inch Fast Colored Turkey Red Table Damask, bought to sell at 25c; sale price, per yard.....	14c
55-inch Turkey Red and White Imported Table Damask, fast colors; sells regularly at 55c; on sale at, per yard.....	18c
Heavy All Linen Cream Loom Damask, 50 inches wide; instead of 55c, in this sale, per yard.....	23c
60-inch Scotch Red and Green Mixed Table Damask, regular price 40c; goes in this sale, per yard.....	24c
Heavy Cream Linen Damask, loom die pattern, particularly adapted for hotel use, 54 inches wide, worth 45c; on sale at, per yard.....	30c
Full Bleached 58-inch Irish Linen Table Damask, floral design, excellent 55c quality, on sale, per yard.....	36c
Extra Heavy Satin Finish, 60 inches wide, Half Bleached Belfast Damask, made to sell at 65c; in this sale at, per yard.....	42½c
Soft and solid wearing Half Bleached German Satin Damask, 64 inches wide, no trouble to sell at any time at 75c; on sale, per yard.....	47c
64-inch extra heavy, pure flax round thread, silver bleached Scotch Table Damask, cheap at 55c; on sale, per yard.....	59c
Full yard wide—a lot of that never-wear-out quality—Half Bleached Austrian Table Damask, worth at least 95c; in this sale, per yard.....	68c
An extra fine and heavy Cream Satin Damask, 2 yards wide, patterns selected expressly for this sale; a splendid hotel linen; value \$1.15; will be sold, per yard.....	77c
Regular \$1.40 fine and elegant Bleached Table Damask—2 yards wide; in this sale, per yard.....	99c
½ size Napkins to match, value \$1.00; on sale, per dozen.....	\$2.50
Every item in the department reduced in proportion.	

**READY-MADE SHEETS AND PILLOW CASES.**

A Greater Smash in Prices Was Never Known	
45 Hemmed Pillow Cases, bleached and ironed, ready for use; instead of 15c, sale price, each.....	7½c
52 Extra Large Bleached Pillow Cases, made of the best brands of muslin, size 45x36; instead of 16-25c, sale price, each.....	8c
84 Hemstitched Bleached Pillow Cases, made of the celebrated New York Cotton, size 45x36; instead of 20c, sale price, each.....	11c
72 Hemstitched Pillow Cases, finished with wide hem, size 45x36; instead of 25c, sale price, each.....	12c
34 Bleached Ready-made Bed Sheets, made of Monarch Sheet, size 2½ yards long and 24 yards wide, nicely hemmed; instead of 90c, sale price, each.....	35c
27 Hemmed Bleached Lockwood's Bed Sheets, you know the brand, well hemmed, ironed and ready for use, size 2½x24, or 31x39 inches; instead of 75c, sale price, each.....	44c
120 Hemstitched Bleached Bed Sheets, made of standard muslin, size 24x32½ yards, or 31x39 inches; instead of \$1.00, sale price, each.....	55c
A Limited Few Hemstitched Utica Bed Sheets, the best cotton in the market, 24 yards long and 24 yards wide; instead of \$1.25, sale price, each.....	69c

**Amazing Offers in Napkins**  
Prices and values that'll pack, jam this Great Department at Auerbach's.

250 dozen Checked Linen Fruit Doilies or Plain Linen Glass Doilies, with colored borders and a central design, 12 to 14 to a customer; at, each.....	1½c
150 dozen Fringed Linen Doilies with colored borders, size 17x17; each.....	4c
900 Loom Dice Napkins on sale; per dozen.....	66c
Half Bleached Satin Damask Doilies, figured design, with or without borders, 18x18 size, regular price \$1.25; on sale, per dozen.....	83c
Silver Bleached Satin Damask Doilies, full fringed, size 17x17, usually sold at \$1.50; on sale, per dozen.....	96c
All Linen Bleached Napkins, 6x9 size, every day \$1.00 kind; on sale, per dozen.....	\$1.18
½ size Hotel Napkins, German make, cream tint, loom die patterns, worth \$1.75; 19x19 size White Satin Damask Doilies, worth \$1.75; your choice, per dozen.....	\$1.23
Extra heavy makes of full ½ size Cream Hotel Napkins, loom die pattern, kind that's made to wear, nothing better at \$2.00; on sale, per dozen.....	\$1.38
22x22 Full Bleached Soft Finished Dinner Napkins, quality that usually sells at \$2.50; on sale at, per dozen.....	\$1.38
A Big Lot of Round Thread Satin Damask Breakfast or Dinner Napkins, usual price \$2.25; go at, per dozen.....	\$1.56
Our \$2.50 Silver Bleached Damask Napkins, made from the purest \$1.80 combed flax; on sale, per dozen.....	\$1.80
High Bleached ½ size, soft finish Satin Damask Napkins, new designs; value \$2.00; sale price, a dozen.....	\$1.97
Double Satin Damask Napkins, Silver Bleached, size 22x22, worth at least \$2.25; on sale, per dozen.....	\$2.10
Every Napkin in the department reduced for this sale.	

**TOWELS A FLYING!!**

18x36 Large Heavy Cotton Huck Towels, regular price 8½c each; sale price, each.....	4½c
Extra size 20x40 Honeycomb Towels, regular price 10c each; sale price, each.....	5½c
20x40 White Marseilles Towels, regular price 11c each; sale price, each.....	8c
20x37 Heavy Turkish Bath Towels, regular price 12c each; sale price, each.....	8c
19x36 Bleached Turkish Bath Towels, regular price 12c each; sale price, each.....	10c
All Linen Hemmed Huck Towels, size 17x12, regular price 16-23c; sale price, each.....	10c
Cloze Napped Heavy Turkish Bath Towels, size 22x24, and 19x38 All Linen Hemmed Devonshire Huck Towels, regular price 15c; sale price, each.....	15c
Knotted Fringe German Damask Towels, size 18x29, regular price 17½c; sale price, each.....	17½c
26x43 Satin Damask Towels, knotted fringes, assorted borders, regular price 30c; sale price, each.....	21c
Austrian Satin Damask Towels, knotted fringe, size 21x46, regular price 47½c; sale price, each.....	24c
Beautiful Hemmed German Damask Towels with fancy drawn openwork, size 20x40, regular price 40c; sale price, each.....	26c
Extra Size Satin Damask Towels, size 26x47, knotted fringes with or without fancy drawn work, regular price 45c; sale price, each.....	29c
Our 65c Fine Damask Towels on sale at, each.....	42c
Our 75c White Hemstitched Damask Towels on sale at, each.....	62½c
Every Towel in the house at special sale price.	

**CRASHES!!**  
at prices that would not cover the cost of the flax that is in them.

15-inch Cotton Huck Crash, worth regular 5c; sale price, per yard.....	3c
Heavy Unbleached Twilled Cotton Crash, worth regular 5c; sale price, per yard.....	3c
Methuen Bleached Twilled Toweling, worth regular 6½c; sale price, per yard.....	4c
Unbleached, All Linen Hotel Crash, worth regular 11c; sale price, per yard.....	7½c
Bleached, All Linen Scotch Crash, extra heavy, for hard wear, worth regular 12½c; sale price, per yard.....	8½c
German-Damask Toweling, extra heavy, 18 inches wide, worth regular 18c; sale price, per yard.....	10c
Bleached Plain Linen Toweling, very heavy, cannot be beat for wear, 15 inches wide, worth regular 16-20c; sale price, per yard.....	12c
Extra wide, all linen Toweling, exact measure, 23 inches wide, worth regular 25c; sale price, per yard.....	15c

**WHITE BED SPREADS**  
at prices so marvelously cheap that it will make the most expert shoppers open their eyes in wonderment.

Full size Crochet Bed Spreads, actual value 90c; go in this sale at, each.....	55c
Crochet Bed Spreads, hemmed ready for use, actual value \$1.25; go in this sale at, each.....	77c
Very heavy White Crochet Bed Spreads in sizes suitable for double beds, actual value \$1.50; go in this sale at, each.....	95c
Extra large White Crochet Bed Spreads in Marseilles patterns, actual value \$2.25; go in this sale at, each.....	\$1.45
Handsome White Crochet Bed Spreads, actual value \$3.75; go in this sale at, each.....	\$1.75
Fine White Marseilles Bed Spreads, actual value \$5; go in this sale at, each.....	\$1.85
Heavy White Marseilles Quilts, showing beautiful designs, actual value \$3.50; go in this sale at, each.....	\$2.40
Extra heavy Marseilles Quilts, with fancy raised patterns, actual value \$4; go in this sale at, each.....	\$2.85
Every Fine Quilt in our house reduced in proportion.	

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The Great Annual Money Saving Chance, at which Thousands of Thrifty Buyers Yearly Supply Themselves.

NOTE THE REDUCTIONS.	NOTE THE REDUCTIONS.
5-4 Bleached or Unbleached Pepperell Pillow Casing, usually sold at 15c, reduced to, per yard.....	9c
6-4 Bleached or Unbleached Pepperell Pillow Casing, usually sold at 18c, reduced to, per yard.....	12½c
8-4 Unbleached Pepperell Sheetting, usually sold at 22½c, reduced to, per yard.....	16c
8-4 or 2½ yards wide Pepperell Sheetting (unbleached), usually sold at 25c, reduced to, per yard.....	17c
10-4 or 2½ yards wide Bleached Pepperell Sheetting, usually sold at 30c, reduced to, per yard.....	20c

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Ages 4 and 6 years only. Winter weight, assorted patterns, made of Splendid Material, Value \$2.00 to \$3.50, Special for Sizes 24, 26, 28 inch., in assorted colors, winter weights, nicely trimmed and finished. Special to close